

Message Text

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PAGE 01 KUWAIT 04258 021011Z

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TO USDOC WASHDC

INFO SECSTATE WASHDC 1104

AMEMBASSY BEIRUT

AMEMBASSY TEHRAN

UNCLAS KUWAIT 4258

EO 11652: NA

TAGS: BTIO BEXP ENRG EMES KU

SUBJ: KUWAIT INSTITUTE SHOPPING COMPUTER SOFTWARE PACKAGES

1. EMBOFF REQUESTED BY SEVERAL STAFFERS KUWAIT INSTITUTE FOR SCIENTIFIC RESEARCH TO SUPPLY THEM NAMES OF LEADING SUPPLIERS COMPUTER SOFTWARE WHICH HAVE DEALT WITH PROBLEMS IN THE OIL INDUSTRY. SPECIFICALLY KISR INTERESTED IN PACKAGES IN FIELDS OIL AND PETROCHEMICALS, ECONOMIC ANALYSIS AND MANAGEMENT, AUTOMATING INDUSTRY, AND SYSTEMS ANALYSIS. STAFFERS WERE SOMEWHAT RETICENT ABOUT SPELLING OUT USES TO WHICH SUCH PACKAGES WILL BE PUT BUT INDICATED PLAN SET UP VARIOUS ECONOMIC MODELS RELEVANT TO THE DEVELOPMENT OF THE ECONOMY OF KUWAIT AND THE REGION AS A WHOLE.

2. KISR MADE IT CLEAR THEY DO NOT RPT NOT WISH TO TALK TO COMPANY REPS AT THIS TIME; RATHER, THEY WANT QUALIFIED COMPANIES FURNISH THEM WITH INFORMATION ON THEIR PROGRAMS AND WORK PREVIOUSLY UNDERTAKEN. THIS MATERIAL WILL BE COMPILED, EVALUATED, AND IT LIKELY KISR WILL THEN CONTACT FIRMS WHICH SEEM TO FIT THEIR NEEDS. FOR PRESENT, COMPANIES SHOULD LIMIT THEMSELVES PROVIDING MATERIAL REQUESTED.

3. EMBASSY PROVIDED THEM FOLLOWING NAMES AND ADDRESSES SEVEN COMPANIES FROM OUR TRADE REFERENCES, BUT WE UNSURE IF THESE COMPANIES SUITABLE: 1) COMPUTERWARES INTERNATIONAL, PO BOX 31205, NORTH BIRMINGHAM, ALA 35222; 2) COMPUTER SCIENCE CORP, UNCLASSIFIED

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PAGE 02 KUWAIT 04258 021011Z

650 N SEPULVEDA BLVD EL SEGUNDO, CA 90245; 3) URS SYSTEMS CORP,

1700 S EL CAMINO REAL, SAN MATEO, CA 94402; 4) GAP INSTRUMENTS
CORP, 110 MARCUS BLVD, HAUPPAUGE, NY 11787; 5) CORPORATION
S, 3000 DIAMOND PARK SUITE 980, DALLAS TEXAS 75247; 6)
VERSATEC INC, 10100 BUBB ROAD, CUPERTINO, CA 95014; 7) BOOLE
AND BABBAGE INC, 850 STEWART, SUNNYVALE, CA 94086.

4. REQUEST COMMERCE CONTACT THESE AND OTHER COMPANIES IN THIS
FIELD AND HAVE THEM MAIL INFORMATION TO KISR, TECHNO-ECONOMICS
DIVISION, PO BOX 12009, KUWAIT.

5. COMMENT: KISR IS BELIEVED BE ONLY SUCH BODY DOING INDEPENDENT
SCIENTIFIC RESEARCH ON ARABIAN PENINSULA AND COULD WELL BECOME
AN IMPORTANT REGIONAL RESEARCH CENTER FOCUSING ON PRACTICAL
PROBLEMS FACING THE AREA. FOR THIS REASON COMPANIES INTERESTED
IN WORKING HERE WOULD DO WELL TO ANSWER REQUEST. MOREOVER,
EMBOFF MENTIONED FORTHCOMING SPRING MINICOMPUTER TRADE MISSION
TO STAFFERS WHO WERE EXTREMELY INTERESTED AND EXPRESSED HOPE
WE COULD INCLUDE SOFTWARE FIRMS AMONG PARTICIPANTS.
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